

# SWISSCONTACT: 10 YEARS OF FINANCIAL SERVICES IN EAST AFRICA

## MICROLEASING – A NEW MODEL FOR FINANCIAL INCLUSION

- Introduction of Microleasing in Kenya
- Starting pilot trainings Mavuno
- Support to banks (Equity and AKIBA Tanzania and CMF Uganda)
- Start working on institutional development of cooperatives

## PRODUCT INNOVATION

- Development of “Blue Gold” social investment product
- Microleasing pilot phase shows: dairy farming best performing product for Kenya
- “Microfinance Skills Development” with Uganda Cooperative College

## MAVUNO ON THE MOVE

- Mavuno savings and lending model replicated in Mali
- Agriculture Finance Forum expanded across Tanzania, Kenya and Uganda

## BUSINESS WOMEN IN FOCUS

- Pilot in collaboration with Equity Bank: support of 250 women lead businesses in Tanzania (“Fanikisha+”)
- Mavuno membership grows to 20,981 in 1057 groups in the region, the model is also introduced in Burkina Faso
- Microleasing introduced in Uganda, knowledge transfer to Latin America
- Diploma in Microfinance developed with Cooperative University College of Kenya

## MAVUNO ARRIVES IN ASIA

- Mavuno scoping mission and initiative in Bangladesh

## FUTURE PLANS ...

- Harnessing the experience of the last decade to evolve the Inclusive Finance East Africa Programme
- Integrating financial services components in all projects
- 25,000 farmers have acquired assets worth 23 million USD through Microleasing
- Over 300 graduates in the microfinance workforce development initiative

2006

2007

2008

2009

2010

2011

2012

2013

2014

2015

2016

## EXTENDING PARTNERSHIPS

- Partnering with Equity Bank to deliver tailored financial services
- Initiating SACCO start up kit
- Pilot phase of the “Mavuno” project with 320 members in 16 saving groups
- Initiating “Microfinance Skills Development” with Mt. Kenya College

## SPIN-OFF FOR SUSTAINABILITY

- Juhudi Kilimo, a spin off from K-Prep Development Agency, is established
- “SACCO Start-Up Kit” is launched in partnership with the Ministry of Cooperative Development and Marketing, Kenya
- Lukenya Housing Coop is registered targeting low income families

## HOUSES INTO HOMES

- 270 low income houses completed in phase I of the Lukenya housing co-op project
- Mavuno leases increase to 7,090 members, amounting to \$3,599,063

## LINKING PROJECTS AND BOOSTING FINANCIAL LITERACY TRAINING

- 60 Mavuno groups acquire productive assets via links to Juhudi Kilimo while others receive financial literacy training
- 20 mature Mavunogroups consolidate to create the first Mavuno SACCO in Kenya
- Microleases now worth over \$130k, the model lands in Tanzania

## WOMEN'S ENTREPRENEURSHIP EXPANDS

- Fanikisha+ expands to Equity Bank in Rwanda
- Launch of Microleasing in Rwanda
- Mozambique team explores Mavunomodel